

2
The Nursery Trade Journal of America

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AMERICAN FRUITS

For the Nursery Trade and Allied Interests

Vol. VII

AUGUST 1907

No. 5

PAINESVILLE NURSERIES

Personal Inspection Cordially Invited—52 Years, 1200 Acres, 44 Greenhouses—The Great Modern,
Up-to-date Nurseries of the United States



Rose Paul Neyron, Nurseries of Storrs & Harrison Co., Painesville, Ohio

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Hardy and Greenhouse Plants in Immense Assortment.**

Largest blocks of Field Grown Roses in the World. Catalogues and Price Lists Free.
Pleased to quote prices on your list of wants.

THE STORRS & HARRISON CO.

PAINESVILLE, OHIO

TREES AT WHOLESALE

Lowest Prices Consistent with Quality

We Can Assure
Our Customers
of these Vital
Requisites: {

HEALTHY,
WELL-GROWN TREES
PURITY OF VARIETY
CAREFUL PACKING

61 Years Under the Same
Management

We grow all kinds and varieties suitable for this
climate, including—

APPLE	ORNAMENTAL TREES
PEAR	and SHRUBS
PLUM	ROSES
CHERRY	CLEMATIS and
PEACH	GREEN-HOUSE PLANTS

Send for Illustrated Catalogue with Full Cultural Directions.
Correspondence solicited.

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600 Castle St. GENEVA, N. Y.

TREES

Fruit and Ornamental.

Shrubs

Evergreens

Roses

Hardy Plants

All the Best and Hardiest Varieties.
Largest and most varied Collections in
America. Illustrated Descriptive Cata-
logue mailed **FREE** on request.

ELLWANGER & BARRY,

Nurserymen—Horticulturists,

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CALIFORNIA PRIVET
CITRUS TRIFOLIATA BERBERIS THUNBERGII
SPIREA THUNBERGII

BIOTA AUREA NANA	CEDRUS DEODARA
LIBOCEDRUS DECURRENS	
JUNIPERS	RETINOSPORAS

ORANGES, LEMONS and OTHER CITRUS FRUIT

300,000 PALMS
KENTIAS LATANIAS PHOENIX

FIELD GROWN ROSES (Own Roots and Budded)

No Scale and Everything Healthy and Well Grown

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FRUITLAND NURSERIES

Established 1856
Over 450 Acres in Nursery

AUGUSTA, GA.

Wholesale Price List

FOR FALL 1907 and SPRING 1908

Is now ready and will be sent on request to
anyone in the Trade.

**Roses, Clematis, Paeonies,
Tree Hydrangeas, Phlox, Iris,
Ampelopsis Veitchii**

are offered in large supply and fine assortment, in addition
to our usual stock of young, clean, thrifty, carefully-grown
Shrubs, Shades, Perennials, Conifers, Fruits, etc.

VISITORS ARE ALWAYS WELCOME:
WE INVITE PERSONAL INSPECTION.

JACKSON & PERKINS COMPANY

Newark, New York

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WHOLESALE ONLY

PEACH

9-16 and up. Also smaller grades. Salway, Carman, Yellow St. John, Henrietta, Elberta, Crawford's Early, Crawford's Late, Alexander, Sneed, Chinese Cling, Chinese Free, O. M. Free, Lady in Gold, Champion, Crosby, Greensboro, Smocks, etc.

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All grades, 2 year old, and one year buds. 60 varieties.

California Privet, Kieffer Pear, Roses, etc.

GLAD TO QUOTE PRICES

Southern Nursery Co.

WINCHESTER, TENN.

CHARLES M. PETERS

Formerly of W. M. Peters' Sons,

Grape Vines a Specialty

My soil I find specially adapted to making plenty of fibrous roots and plenty of vine. A trial order will convince you that my grading, quality and price will be satisfactory. It is now my intention to make the growing of Grape Vines a specialty. Correspondence solicited.

CHARLES M. PETERS,

P. O. Address

SNOW HILL, MD.

Long Distance Phone and Telegraph, Snow Hill, Md.

Heikes-Huntsville-Trees

HUNTSVILLE WHOLESALE NURSERIES
HUNTSVILLE, ALA.

We offer for Fall of 1907 and Spring of 1908,
PEARS, PLUMS, CHERRIES, PEACHES, ROSES
PECANS, JAPANESE PERSIMMONS, FIGS and
MAGNOLIA GRANDIFOLIA in large quantities as usual.

Some Figures—It is estimated that there are imported
into the United States annually 5,000,000 pear seedlings
and 10,000,000 Mahaleb seedlings. Of these we plant
one-fifteenth of the Mahalebs and one-tenth of the pears.

SEE OUR PRICE LIST FOR PARTICULARS

WORLD'S FAIR—We were awarded a Grand Prize and a Gold Medal on our
exhibits at the World's Fair, St. Louis.

Address **W. F. HEIKES, Mgr.,** Huntsville, Ala.

Fairmount Nurseries

Are now booking orders for fall delivery. We offer the
usual big assortment, and of the usual high standard
of excellence. We solicit your early orders for:

**APPLE, CHERRY, PEACH, PEAR,
PLUM, QUINCE, ORNAMENTAL** TREES,
SHRUBS,
VINES

A fine lot of shapely evergreens. Taken up with balls of
earth if desired.

The Geo. Peters Nursery Company
TROY, OHIO

We Offer for **Fall 1907** a Choice Lot of

Fruit Trees	Weeping Trees	Roses
Shade Trees	Shrubs	Herbaceous Plants
Ornamental Trees	Evergreens	Forest Tree Seedlings

IN LARGE QUANTITIES

FOR NURSERY AND COMMERCIAL PURPOSES. TREE SEEDS IN SEASON.

Special prices quoted for early orders of the following trees:

American Sycamore, American Linden, Tulip Poplar, European Mountain
Ash, Green Ash, American Elms, Red Oak, Burr Oak and White Swamp Oak
from 5 to 12 feet.

SEND US YOUR WANT LIST FOR SPECIAL PRICES

The DONALDSON COMPANY
Warsaw, Kentucky

French Nursery Stocks

Fruit Tree Seedlings and Ornamentals

Pear, Apple, Plum and Cherry and Angers Quince Cuttings grown for
the American trade.

Pear and Crab Apple Seeds.

Most complete assortment of Ornamental Stocks, Trees and Shrubs.

Dutch bulbs—Gladioli.

Orders solicited and booked now at low rates.

E. T. DICKINSON

Chatenay, Seine, France

GEO. E. DICKINSON, 1 Broadway, New York

VINCENNES NURSERIES

W. C. REED, Prop.

Vincennes, Ind.

Cherry

We are pleased to announce that we will have our usual
supply of Cherry one and two year that promise very fine.

While we grow Cherry in larger quantities than any other
Stock, we also have a very complete line of the following:

Apple, Standard Pear, Plum, Peach, Roses, and
Shade Trees, etc.

CAR LOAD LOTS A SPECIALTY

ROSES

On their own roots. Our great specialty. We
have 2½ and 4 inch plants in great variety
Field plants of Philadelphia and Crimson
Ramblers of all sizes. Also strong 2 and 3 year
plants of Dorothy Perkins, Ruby Queen,
May Queen, Farquar, New Century, Sir Thomas Lipton.

SHRUBBERY IN VARIETY

Viburnum Plicatum (Japan Snowball), **Hydrangea Pan.**

Grandis, 2 to 3 and 3 to 4 feet.

SPIREAS, Van Houtte, Anthony Waterer, Froeli and Blue.

ALTHEAS, Double White, Purple, Red and Variegated Flower.

Weigelia, Rosea, Floribunda, Candida.

Honeysuckles, Heckrotti, the improved Belgian. Very fine.

Berberis Thunbergii, all sizes up to 3 feet.

CANNAS—60 Best Varieties

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THE CONARD & JONES CO., WEST GROVE,
PA.

The Monroe Nursery

I. E. Ilgenfritz' Sons Co.

MONROE, MICH.



Sixty Years
in the
Business

Offer a
General
Line of

**CHOICE
NURSERY
STOCK**

Finest Stock of
Peach in America

Std. Pear, Plum, Cherry, Etc.

Correspondence Solicited

I. E. ILGENFRITZ' SONS CO.
Monroe, Mich.

HENRY WURST, Pres. J. A. REUBLIN, Vice-Pres.
W. B. JOHNSTON, Treas. C. D. BATES, Sec'y.
W. P. BATES, Mgr.

**The Ohio Nursery and
Supply Co.**

INCORPORATED CAPITAL STOCK, \$25,000

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Nursery, Florists and Horticultural Supplies

Elyria, Ohio

To the Trade:

We wish to announce that we are making a specialty of growing young stock for transplanting, consisting of the following stock: Mahaleb, Myrobalan, Black Locust, Honey Locust, Catalpa in all varieties; Elm, Maple, in ten varieties; Ash, Box Elder, Sycamore, Hackberry, Red Bud, Persimmon, Beach, Hickory, Pecans, Chestnuts, Black and White Walnuts, Black Cherry, Horse Chestnuts, Buckeyes, Russian Mulberries, Oaks in ten varieties; Petelia Trifoliata, Birch, three varieties; Ginko Maiden Hair, Scotch Laburnum, Ornamental Seedlings, Althea, Calycanthus, three varieties; Lagustum Ibota; Russian Olives, Rosa Rorgosa, and Multiflora; Berberies.

Evergreens in one year seedlings, twenty varieties; Yucca, three varieties.

Besides a large lot of other Tree and Ornamental Seedlings in smaller quantities.

We will be glad to quote prices on any of the above subject to crop. Can do most of the leading varieties in large lots.

Thanking the trade for their liberal patronage, we are Yours,

THE OHIO NURSERY & SUPPLY CO.

33d YEAR

PAN HANDLE NURSERIES

We Offer

Apple, 60 varieties	Peach, 25 varieties
Pear, Stand. 15 var.	Quince, 5 varieties
Pear, Dwarf, 8 var.	Gooseberry, 3 varieties
Plum, 12 varieties	Currant, 12 varieties
Cherry, "limited" 15 varieties	
Evergreens	Ornamental Trees
California Privet	Catalpa Speciosa Seedlings
Rhododendrons	Black Locust Seedlings
Shrubs	Russian Mulberry Seedlings
Vines	Weeping Trees
Roses	Osage Orange Hedge
Fruit Tree Seedlings	Catalpa Speciosa Seed
Peach Seed	Black Locust Seed
Apple Grafts and Pear Grafts	

We have the trees if you have the price; it's not high, ask us about it, we are always willing to make quotations, take your order and set it aside for shipment as you may direct.

Dealers complete list of wants

Packing and other facilities unexcelled

J. K. HENBY & SON

Greenfield, Ind.

Nebraska Grown

American Plum

European Plum

Apple, Pear, Peach, and

Cherry Trees

Large Stock of Shade and Ornamental Trees, Snowball, Syringa, Spiraea, Deutzia, etc. Forest Tree Seedlings well graded and prices right.

Send List of Wants to

YOUNGERS & CO.
Geneva, Neb.

Apple Trees at Rock Bottom Price

In Car Lots or less, leading sorts, Ben Golden, Union, B. B. Davis, Champion, Apple of Commerce, Jonathan, Gano, Ingram, King David, G. Golde, Y. Transparent Duchess, Benonia, Strawberry, Early Trenton, M. Blush, etc. Also Pear and Peach, write for list and special reduced prices. Will exchange Apple for Apple Seedlings.

Schulze Bros. Nursery Co., Brussels, Ill.

Be Pleased; Try O. K. Trees

140,000 Apple 2 year, Buds and Grafts.
200,000 Peach. 60,000 Plum on Plum.
30,000 Cherry. 1,000,000 Strawberry.
We grow a general line of Nursery stock.
Our stock promises to be best ever grown.

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Established in 1866 500 Acres Under Cultivation

W. T. Hood & Co.

Old Dominion Nurseries

RICHMOND, VA.

Offer for Fall 1907 and Spring 1908

Kieffer Std. Pears

California Privet==Fine Plants

AND

General line of Nursery Stock

Correspondence solicited

P. SEBIRE & SON

Nurserymen, Ussy, Calvados, France

Offer a general assortment of Fruit Tree Stocks, such as Apple, Pear, Myrobalan Plum, Mahaleb and Mazzard Cherry, Angers Quince, Small Evergreens, Forest Trees, Ornamental Shrubs, Roses, Etc. The largest stock in the country. Prices very low. Grading and packing the very best. Send for quotations before placing your orders. Catalogue free.

C. C. ABEL & CO.

Agents for United States and Canada

110-116 BROAD STREET, NEW YORK

Nurserymen

WRITE for our Trade and Scion Lists. Now ready. Over 1,000,000 Trees, One, Two and Three Years Old to Offer.

John A. Cannedy N. & O. Co.

Carrolltown, Ill. Lock Box 614

When writing to advertiser please mention AMERICAN FRUITS

J. H. Skinner & Co.

Successors to

Peters & Skinner

Proprietors, CAPITAL NURSERIES

Station A

TOPEKA, KANSAS

We Offer Apple, Cherry, Peach, Plum, Apricot, Kieffer and Garber Pear

Seedlings

Forest Tree Seedlings

Mahaleb Seedlings

Apple Seedlings

Keiffer Pear Seedlings

Shade Trees, Weeping Mulberry, Bechtel's Double, Flowering Crab, Flowering Shrubs, Roses, Vines

GRAPES, CURRANTS, RHUBARB, ASPARAGUS

American Fruits

Chief International Journal of the Nursery Trade

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Vol. VII

ROCHESTER, N. Y., AUGUST, 1907

No. 5

MARKETING STOCK

**Its Successful Accomplishment a Problem—
Conditions Constantly Changing—Surplus
Stock a Loss—Reason for Limit of
Profits—Suggestion That Ameri-
can Association Should Meet
Annually in September—
Wholesale and Retail
Selling.**

CHAS. E. GREENING, MONROE, MICH.

The successful marketing of nursery stock is a problem of much concern to all nurserymen. Conditions are constantly changing; new obstacles in the sale of nursery stock are continually arising. The demand for nursery products depends largely upon the results of the orchards and the general prosperity of the country. The difficulty experienced in keeping over surplus stock on account of no sale has proven the ruin of many a nurseryman. A manufactured article may be stored away for years during a dull market; nursery stock must either be sold when matured or burned. A loss occasioned in this way often eats up the profits on an entire crop of trees.

I don't want to appear a pessimist, but in the face of facts, I do want to say that there are but few nurserymen who ever got rich out of the profits derived from the sale of nursery stock, and there are some very pertinent reasons for it. We attend nurserymen's conventions for the purpose of seeking both pleasure and business. The buyer expects to strike a good bargain at low prices. The prices frequently go down as the result of the eagerness and anxiety of the grower to unload early in the season. There is a general tendency among the buyers to reduce the prices of nursery stock as much as possible during the convention. A corner on the market in certain kinds of nursery stock is often established. For this and other reasons, it would be better, in my opinion, to hold the convention during the month of September.

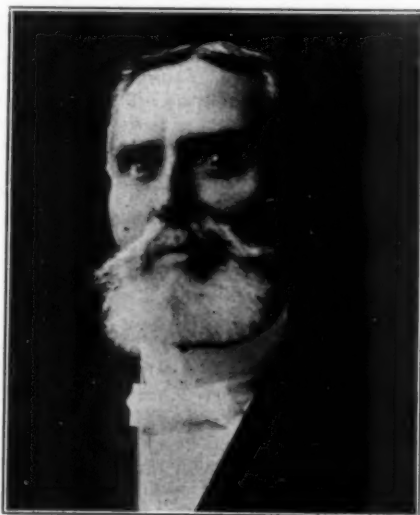
WHOLESALE MARKETING

The wholesale marketing of nursery stock is dependent in a large degree upon the success of the retail nurseryman, and for the success of both, they must work together, hand in hand. The practice of mailing wholesale prices to planters who have been in the habit of buying at retail, has caused untold harm to the retail business of this country, and brought disaster and ruin to many a nurseryman. Ten-cent cherry, six-cent apple, four-cent peaches and other cheap stock advertised in agricultural papers and catalogues has done more to hurt the retail nursery business than any other thing. The farmer and large planters are being educated in buying nursery stock at wholesale prices to the great detriment of the retail business. The greatest enemies to the success of the retail business in this country are the catalogues that are being mailed out promiscuously

to farmers by nurserymen, some of whom have the nerve to pose as leaders in the nursery business, advertising that no agents are employed, that their products are sold at wholesale prices and the middle man's profit is thus saved to the purchaser. Such practice can not fail to have a demoralizing effect on the retail nursery trade, and nurserymen should refrain from using this method of marketing their stock.

RETAIL MARKETING

When carefully conducted and good, reliable stock is furnished, the retail nursery business is by far the more profitable. To begin right, only reliable, honest and trustworthy agents should be employed. Local agents, selling on commission plan, have proven the most desirable. Every order should be investigated and the agent should be given to understand that all



J. J. HARRISON
Of Storrs & Harrison Co., Painesville, O.

poor orders will be thrown out. The retail prices should at all times be kept up as high as local conditions will permit. Establish a reputation for honesty and reliability.

Never substitute without the consent of the purchaser. Dig, grade, store and pack so that your goods will please the customer. Refrain from digging nursery stock too early in the fall, before trees have thoroughly ripened up. For fall delivery, dig as late in October as conditions will permit and make deliveries during the month of November, wherever possible.

Ultimate success comes to him who furnishes pure and reliable stock, properly graded and carefully handled. In these days of progress and prosperity, the quality and reliability of nursery stock cuts a much greater figure in securing an order than the inducements offered in cheap trees and low prices.

PREPARING THE LAND

**For Planting of Nursery Stock—Drainage
Pays No Matter What the Soil is—Rota-
tion of Pit and Seed Fruits and Orna-
mental Stock—Fertilizer for Roses,
Currants and Gooseberries.**

R. G. CHASE, GENEVA, N. Y.

The preparation of land for the planting of nursery stock depends in a measure on the character of the soil, and also whether it is flat or rolling. Speaking from my experience in this section, where we have to deal more or less with a clay sub-soil, I would lay two-inch tile drains in rolling land every two rods, while very flat land would require drains every 25 feet, and where springy conditions prevail, drains 20 feet apart. These drains should be laid at least 30 inches deep. Care should be taken in placing the tile, and where the bottom is not firm, boards are advisable. Naturally a slight fall must be had in all drains, and care should be taken to have a good main ditch to carry into.

Ditching is generally done in the early autumn. Late in the fall we plow our land to a depth of 10 to 12 inches and leave it until spring, when, just before planting, it is dragged and marked.

Where a machine is used for opening the crevice in which seedlings are placed, the compact soil of the late fall plowing is no objection, but rather a help. If it is desirable to plant with spades, we would plow in the fall and again in the spring, thus getting the soil into pliable condition.

There are certain sections of the country where porous sub-soil is found, which does not make it absolutely necessary to tile drain, yet it has been my experience that drainage pays regardless of soil.

In selecting land for the planting of nursery stock, it is essential that land be chosen which has not been used for nursery purposes, although we have found it is no disadvantage to follow pit fruits with seed fruits and vice versa, and after these plantings are taken off the land may be used again for ornamental trees, shrubs and small fruits. This without applying any fertilizers.

We have found it advantageous to fertilize for roses, currants and gooseberries, no matter what the condition of the soil is. Cover crops make a good fertilizer, and we have found it very beneficial to turn under a meadow late in the fall. We prefer a good growth of clover. One of the very best block of peach trees that we ever grew was on land which a good crop of clover had been turned under late in the fall, dragged, and planted in the spring. The chief objection to sod land is that more or less of it is bound to come to the surface during the process of dragging and cultivating.

In summing up: to get the best results, secure rolling land with clay sub-soil; ditch thoroughly; plow late in the fall to plant in the spring.

TOPICS OF THE TRADE

MANAGING SALESMEN

Importance of Strong Support From the Home Office—Value of Encouraging Letters—Personal Interest in Each Man on the Force—Individual Experiences—Facts When Making Representations—Doing Even Better Than You Promised.

C. R. BURR, Manchester, Conn.

This business of managing salesmen has been no serious proposition with us. We don't know that we ever lost any men through mismanagement; still at the same time, very likely a good number, we have charged up in our estimation as no good, are men who no doubt would have made good if the right kind of encouraging letters had been sent to them when they needed encouragement the most.

Many men who start out to sell goods believe they have an easy job on their hands, and if they don't strike a \$10 order at the first house they throw up the sponge and write us they have been very sick, or are not fit for our line of work. Here is where your correspondent should get in his ginger talk with a letter of encouragement that will personally appeal to him the first day he is out on the canvas. It may be ten chances to one your man won't do business anyway, but I believe it pays to follow this new applicant up until you know for a fact there is nothing in him.

We have an agent on our force who is what we call a "corking salesman." He sells the right kind of goods to the best paying customers. This same man had previous experience in the tree business with other houses, but fell down for the very reason he didn't receive the right kind of letters the first week out. He is a man whom you have to furnish with backbone and courage, and if it had been given to him through correspondence he certainly would have made a success. We got hold of him through one of our old men who thought we might work him into something. It was a hard proposition. It took all kinds of arguments to make him believe he could sell our goods, and it was nearly a year before he was on a firm foundation. After that he had confidence in himself, and is one of the easiest men on the force to handle. It is a pleasure to take care of his business.

TAKING PERSONAL INTEREST

We thoroughly believe in the idea of taking a personal interest in each and every man on the force that is doing a paying business. Keep right next to them at all times. Let your letters be of the cheerful ring, compliment them on their good work, and if business goes a little dull, let your letters be all the more "sunny". The man out on the road that is a winner won't come every day. It takes a whole lot of time and cash to land them; for this reason we want them to feel as did a man who wrote us from Vermont some time ago. This gentleman had been recommended to us as an A No. 1. The party didn't say that he was selling goods for any other firm or we would not have spent so much postage to get a letter out of him, for we don't believe in bidding for another's services while they have an outfit. However, finally he did answer

and his reply was something like this: Gentlemen: This Co. I am working for was doing business before you were born. I have been with them a good many years. They treat me right. I make no change no matter what inducement you people may offer me. Isn't that the right kind of a statement to have your men make? It is the fair and square treatment that does it.

I want to tell you a little something about my own experience on the road the first two months out. Business was going mighty slack. Sending in those \$8 and \$10 reports. Couldn't seem to connect; people didn't want rose bushes. It was one of our cold New England winters with snow four to five feet deep. Best suit up for room rent, one meal a day and two where I could get some good, kind-hearted woman to exchange one for a rose bush; it was a case of Root, Hog or Die. Why did I Root? I will tell you why. The house I was with took an interest in me. They did as they agreed to do. They made my checks \$5 when I didn't have but \$3 coming. Was there any other way for me to do but to stick by them? Those of you who have sold goods know what kind of treatment you should receive and if there are any of you who have never sold trees and are managing salesmen better take a few months off and call upon the people the agents have to book orders from. You will find the experience great. You will think after you get back to the office that you can handle your men much easier after you have been working in the same road with them.

CARE AS TO STATEMENTS

Do you believe it pays to make the \$40 to \$50 a week statement to new applicants? Wouldn't it be better to let your circulars get down a little nearer the facts, and state just what the average man can make if he has got the ambition to put in eight to ten hours daily of good honest work. You won't get hold of as many crooks on your plain facts as you do with your long statements. They believe in making big hauls, so they forge the orders to make good the \$40 to \$50 basis; then you spoil some good, honest fellow who would earn \$12 to \$15 a week if he hadn't gotten the idea that salesmen weren't any good unless they earned three or four times that amount and you would not care for his services. In starting out new men better go a little slow. Tell your applicant just about what the ordinary man does make. You will get more men; it will be easier to keep hold of them after they have received the outfit.

Let me tell you what a successful wholesale grower in the trade to-day told me at one time. I will always remember it. I was asking him how he enjoyed such a nice paying business without seemingly making much of an effort to get it. Here is his reply: "When we book an order we always fill it with a little better grade of goods than the order called for. In doing this we get the good trade and keep our customers every season." And so it is with your men on the road; give them a little better deal than you agreed. They will work harder, stay longer, and will feel better satisfied.

Now I believe there are three important things in managing salesmen, and they are these: Give them the very best kind of treatment; live up to your contract, and put out the best grade of goods. Do this and you will do a satisfactory business.

Mr. Hale—I am inclined to think that this is a subject that ought to be pretty thoroughly discussed here. I traveled as a fruit tree agent several years ago and my experience was that I could sell almost anything I tried to sell, good or bad, and for the past ten or fifteen years I have been engaged in propagating and growing trees and selling to planters largely and I find that the large planter who has had a lot of experience as a rule buys a one-year-old tree in preference to a two or three-year-old tree, and in my judgment that is the only remedy that saves the producer. When it comes to apples I do not think that we can attempt any more to grow two and three-year-old apple trees and put them on the market; crown-gall, root-knot and the loss at the different stages are such that we simply have to cull out every year about 80 per cent. of what we produce to three quarters and one-year-old trees two to three feet in height, in my judgment, sold at the same price to the planter would give much better results, and I would like to hear from a number of nurserymen on the subject of trying to educate the planter to buy a light grade, or a one-year-old tree, especially apple; I am confident it would save the nurseryman thousands of dollars in freight, and the planter in my judgment would get 100 times more out of his investment than they are getting now. I consented to open this subject just to provoke discussion, and I would like to hear from the leading nurserymen, the retail men who have agents on the road. I talked to an eastern man the other day and he told me that he just simply cannot get our agents in the east to talk anything but a one, two or three-year-old tree. I am inclined to think that is a mistaken idea.

MR. KIRKPATRICK ON LABOR

At the opening of the afternoon session of the first day of the Detroit Convention, E. W. Kirkpatrick was asked to say something on the labor question which has become an important one with the nurserymen. He said: "We ought all to be laborers. These are strange and troublous times when we think about labor. How the law of God is being reversed by the hand of man. The idea seems to be to become independent of labor, to go idly about the shops and streets; this seems to be the chief concern of man now—not to develop abilities; not trying to learn how to ditch the soil so that more can be grown in it. We appear to want machinery to make us independent of manual labor. We are compelled to use machinery more and more, because of the scarcity of labor. Men prefer now to practice games; to scheme to prefer themselves instead of one another, and to make an improvement on the law of the Creator."

The fifth annual meeting of the American Apple Growers Congress will be held at the Southern Hotel, St. Louis, August 13th and 14th. H. M. Dunlap, Savoy, Vt., is president; T. C. Wilson, Hannibal, Mo., is secretary.

APPLE SEEDLINGS

Expensive Equipment Confines the Growing in America to Less Than a Dozen Firms—Cannot Be Profitably Grown in Small Quantities—Seed From France—Danger Point in Growing—An Ideal Seedling.

F. W. WATSON, Topeka

In considering the growing and grading of apple seedlings we can give you only the mode as practiced in Topeka, Kan., and in that vicinity.

The soil is of the first consideration. Land is usually selected with a rather dark surface underlaid with a sandy sub-soil. It must be level—for where land is uneven or hilly the rains will wash the seedlings downward, and in cultivating some of the loose dirt will naturally crowd them from the uphill side, causing them to grow crooked at the collars. Land must be clean—no corn stalks, weeds or trash of any kind should be plowed under, as it seems to harbor the wire worm which works upon the seed, also upon the seedlings while they are very small. Land must be new as far as nursery stock is concerned and always away from old orchards, to grow good healthy seedlings. Land plowed in the fall seems to be preferable; it should be smoothed over as soon as frost is out in the spring in order to hold the moisture. At planting time, about April 12th to 15th, it is harrowed thoroughly and again smoothed just ahead of the drill.

The drill is a wheat drill remodeled so as to sow four rows 24 inches apart, planting the seed three-quarters of an inch below the surface and covering with a ridge three inches high.

From eight to twelve good seed are planted to the foot—from one to one and one-half bushel to the acre.

SEED FROM FRANCE

The bulk of the seed comes from France packed in charcoals. As soon as received it is run through a fanning mill to take out the charcoal, then put in sacks and soaked from five to seven days, the water being changed several times. It is then stored away in a cool place until planting time. If weather happens to be cold so seed can be frozen before planting so much the better. Seed that has been planted without being first well soaked starts irregularly and often a large proportion of the seed will not sprout. At planting time the seed is spread out on long screens to partially dry so that it will pass through the drill freely. If sun is hot and seed becomes too dry it will germinate slowly and very irregularly and sometimes it will fail to start at all and the crop is lost. As soon as the seed begins to sprout the cultivators are started.

The cultivator, which is a home-made affair, takes two rows at a time and stirs the ground thoroughly before the seed is up. Just as the seed begins to grow, but before it reaches the surface, the three-inch ridge that covers it is raked off, exposing a small per cent. of the coming crop. If on account of wet weather or other causes this ridge is not raked off the row until the seedlings begin to put their heads through it will cause them to become "leggy" and to have very crooked collars.

THE DANGER POINT

Right here at the raking off period is the danger point in seedling growing. If a dashing rain comes within a day or two,

or if the weather becomes very hot and dry, it will ruin a large per cent. of the crop. If a high wind comes—and you have heard somewhere that it sometimes blows in Kansas—the fine soil or dust on the surface will often roll and slide along until it has cut the tender seedlings to the ground. The ideal condition at this critical time would be: moist soil before raking, cloudy weather for a day or two, with little or no wind after raking—but the ideal is seldom realized.

We often get a high wind at the wrong time, sometimes heavy rains that pack the ground, preventing those not up from getting out and beating those down that are up. Frequently we get a dry spell that catches the seed before it begins to sprout and sometimes after it has sprouted. If the dryness reaches the seedlings while the hull is still on, it will so bind the embryonic leaves that they cannot unfold and these seedlings are gone.

After the seed is raked off the wheel hoes are started and continued until the seedlings are two or three inches high and then the cultivators alone are used, with which—by using different and larger tools as the season advances—the ground is kept perfectly clean and well pulverized.

SWEEPED WITH BROOMS

When the seedlings are four or five inches high brooms are fastened to the cultivators so that they constantly sweep the rows. This tends to prevent insects and worms from getting a start on the leaves.

Spraying with insecticides begins as soon as the seedlings are seven or eight inches high in order to catch any leaf rollers that may have escaped the brooms. If season is rainy, damp, or if there is considerable cloudy weather, bordeaux is used to keep leaves in healthy condition and to prevent their spotting or dropping.

If the seed procured is good; if properly treated; if not dried too much before planting; if the rain has not drowned the seedlings out or the dry weather caught them; if the winds have not cut them off; if the spraying was effective and the leaf roller failed to find them—by the last of October we commence to dig.

We use a digger similar to a tree digger, excepting in width; it is only ten inches wide. Seedlings are cut at a depth of sixteen inches. The pullers follow the diggers closely, pulling, bunching, tying and burying the seedlings in a deep furrow in the field. Only a few minutes elapse between the time the digger passes under the seedlings until they are pulled, buried and covered, tops and all. If the pullers do not follow close to the digger and the seedlings should stand for an hour or so in a hot sun or high wind after cutting they will become soft and willowly with a tendency to die back at the tip, showing their loss of vitality.

AT THE GRADING CELLAR

After seedlings have been buried in the field for fifteen or twenty days the leaves begin to drop off and it is then safe to take them up and haul them to the grading cellar. Here they are buried in beds in a convenient place near to where they are to be graded. In these beds the bunches stand upright, they are wet when put in and covered with dirt until only an occasional top is exposed, then a cover of manure or leaves is spread over the beds and they are left in this way a week or so in order to sweat the balance of the leaves off before grading.

Here is our last danger point: If a heavy rain or a late warm spell should come the bed is liable to heat and the entire crop may burn up.

There is no sure preventive from burning, but by using a liberal quantity of dirt between the layers when seedlings are trenched in the liability may be lessened.

Grading begins about December 1st in cellars built for this purpose. Seedlings are hauled in from the beds, run over the "shaker" to get out the leaves and dirt from the bunches, and placed upon the benches where each man takes out his particular grade. Several men will take out No. 1 straight and pile what are left on another bench. Here the next grade, No. 1 branched, are separated, and so on, passing from bench to bench until all the different grades are taken out. Each man continuing on the same grade during the grading season. As soon as graded the seedlings are tied in bunches and go through a trap door to the storage cellar from where the packing and shipping is done.

AN IDEAL APPLE SEEDLING

An ideal No. 1 straight apple seedling is one that is 14 to 16 inches long, is at least 3-16 of an inch in diameter at the collar and 3-16 of an inch in diameter 7 inches below the collar and continues straight between these two points. An ideal No. 2 apple seedling is one that is at least 12 inches long, is 2-16 of an inch in diameter at the collar and 2-16 of an inch in diameter 7 inches below the collar and continues straight between these two points. An ideal No. 1 branched seedling is one that is at least 3-16 of an inch in diameter at the collar and has three or more roots well distributed, not exceeding three and one-half inches below the collar. A No. 3 seedling is one that is 2-16 of an inch in diameter at the collar but fails to carry its diameter of 2-16 far enough down to grade No. 2; it is sometimes branched.

A peculiar thing about the growing of apple seedlings is the fact that they cannot be grown with profit in small quantities. If a firm uses only one to three hundred thousand in a season it is economical to buy rather than to grow them. There is no profit ordinarily in growing as small a lot as five acres. This condition arises from the fact that to properly handle the seedling business it takes special tools, drills, cultivators, diggers, cellars, all expensive equipments that can be used for no other crop. The result is that the growing of all the twenty to forty million American grown apple seedlings that are used in this country every year is undertaken by less than a dozen firms.

At the special meeting of stockholders of the United Fruit Company the proposition to take over the entire common stock of the Nipe Bay Company, amounting to \$3,502,500 was ratified.

Grapes, grown to be offered upon the market for two to three months ahead of those from any other part of the United States, have been successfully raised in Texas and baskets full have been received in Houston. They were shipped from the Rio Grande nurseries at Brownsville, June 6th.

The first car of the season of Georgia peaches was shipped on June 7th from Fort Valley.

Minnesota is to have an experimental fruit farm, where work similar to that conducted in California by Luther Burbank may be carried on. The last legislature provided an appropriation of \$16,000 to buy the land, with a suitable maintenance fund.

AMERICAN FRUITS

An international monthly Nursery Trade Journal, circulating throughout the United States and Canada and in foreign countries, covering every branch of the industry. A Business Journal for Business Men.

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Rochester, N. Y., August, 1907

NURSERY ASSOCIATIONS

American Association of Nurserymen—President, J. W. Hill, Des Moines, Ia.; secretary, George C. Seager, Rochester, N. Y.

American Nurserymen's Protective Association—President, R. C. Berckmans, Augusta, Ga.; vice-president, A. L. Brooke; secretary, Thomas B. Meehan, Dreshertown, Pa.; treasurer, Peter Youngers. Meets annually in June.

American Retail Nurserymen's Protective Association—President, Charles J. Brown, Rochester, N. Y.; secretary, Guy A. Bryant, Princeton, Ill. Meets annually in June.

Association of Oklahoma Nurserymen—President, J. A. Lopenan, Enid, Okla. Terr.; secretary, C. E. Garee Noble, Okla. Terr.

Canadian Association of Nurserymen—President, E. D. Smith, Winona; Secretary, C. C. R. Morden, Niagara Falls.

Connecticut Nurserymen's Association—President, John S. Barnes, Yaleville; Secretary, Frank E. Conine, Stratford.

Eastern Association of Nurserymen—President, W. C. Barry, Rochester, N. Y.; secretary-treasurer, William Pitkin, Rochester, N. Y. Meets annually in January.

National Association of Retail Nurserymen—President, William Pitkin, Rochester, N. Y.; secretary, F. E. Grover, Rochester, N. Y.

Nurserymen's Mutual Protective Association—President, N. H. Albaugh, Phoneton, O.; secretary, George C. Seager, Rochester, N. Y. Meets annually in June.

Pacific Coast Association of Nurserymen—President, F. W. Power, Chico, Cal.; secretary-treasurer, C. A. Tonnerson, Tacoma, Wash. Meets annually in June.

Pennsylvania Nurserymen's Association—President, W. H. Moon, Morrisville, Pa.; secretary, Earl Peters, Mt. Holly Springs, Pa.

Southern Nurserymen's Association—President, John A. Young, Greensboro, N. C.; Secretary, Charles T. Smith, Concord, Ga.

Tennessee Nurserymen's Association—President, J. C. Hale, Winchester; secretary, G. M. Bentley, Knoxville.

Texas Nurserymen's Association—President, E. M. Kirkpatrick, McKinney, Tex.; secretary, F. W. Malley, Garrison, Tex.

Western Association of Nurserymen—President, A. Willis, Ottawa, Kan.; secretary, E. J. Holman, Leavenworth, Kan. Meets in July and December at Kansas City.

West Virginia Nurserymen's Association—President, W. A. Gold, Mason City; secretary, R. R. Harris, Harrieville.

AMERICAN ASSOCIATION

President, J. W. Hill, Des Moines, Ia.; vice-president, C. M. Hobbs, Bridgeport, Ind.; secretary, George C. Seager, Rochester, N. Y.; treasurer, C. L. Yates, Rochester, N. Y. Executive Committee—J. H. Dayton, Painesville, Ohio. H. B. Chase, Huntsville, Ala.; E. M. Sherman, Charles City, Ia.

Legislation—Wm. Pitkin, Rochester, N. Y.

Tariff—Irving Rouse, Rochester, N. Y.

Transportation—F. H. Stannard, Ottawa, Kans.

National Inspection Law—Orlando Harrison, Berlin, Md.

Program—R. C. Berckmans, Augusta, Ga.

Publicity—J. M. Irvine, St. Joseph, Mo.

Exhibits—Harlan P. Kelsey, Salem, Mass.

Arrangements—George C. Seager, Rochester, N. Y.

Entomologists—C. L. Watrous, John Craig, C. T. Smith.

Editing Report—J. Horace McFarland, Harrisburg, Pa.

Mutual Fire Insurance—Judge Eugene Stark, Louisiana, Mo.; Peter Youngers, Geneva, Neb.; Robert Simpson, Vincennes, Ind.

Ways and Means—J. W. Hill, Des Moines, Iowa.

National Council of Horticulture—Charles J. Maloy, Rochester, N. Y.

Arrangements—Charles A. Ilgenfritz, Monroe, Mich.

STATE VICE-PRESIDENTS—Alabama, Henry Chase, Huntsville; Arkansas, W. G. Vincenbeller, Fayetteville; California, F. W. Power, Chico; Colorado, A. M. Ferguson, Denver; Connecticut, C. R. Burr, Manchester, Delaware, D. S. Collins, Milford; Florida, R. C. Simpson, Monticello; Georgia, Charles T. Smith, Concord; Illinois, Guy A. Bryant, Princeton; Indiana, C. M. Hobbs, Bridgeport; Iowa, E. L. Sherman, Charles City; Kansas, A. Willis, Ottawa; Kentucky, Louis Hillenmeyer, Lexington; Louisiana, A. K. Clingman, Keithville; Maryland, C. M. Peters, Snow Hill; Massachusetts, W. H. Wyman, N. Abington; Michigan, C. A. Ilgenfritz, Monroe; Minnesota, Clarence A. Wedge, Albert Lea; Missouri, Frank Weber, Nursery; Mississippi, S. W. Crowell, Rich; Nebraska, George Marshall, Arlington; Montana, D. J. Tighe, Billings; New Hampshire, John C. Chase, Derry; New Jersey, Wm. Flemly, Springfield; New York, William Pitkin, Rochester; North Carolina, J. Van Lindley, Pomona; Ohio, J. W. McNary, Xenia; Oregon, M. McDonald, Salem; Oklahoma, J. A. Lopenan, Enid; Pennsylvania, T. B. Meehan, Dreshertown; South Dakota, George H. Whiting, Yankton; Tennessee, E. W. Chattin, Winchester; Texas, E. W. Kirkpatrick, McKinney; Utah, P. A. Dix, Roy; Virginia, W. M. Wood, Bristol; West Virginia, B. T. Southern, Clarksburg; Wisconsin, R. J. Coe, Fort Atkinson.

ASSOCIATION CAN SAVE

Editor AMERICAN FRUITS:

Your July number to hand and became so interested in it that I never laid it down until I read it entirely through. It is indeed a very valuable number.

With such a complete report of the convention as you gave it seems to me that the Association can save itself some money as well as postage by not publishing a report, as your July and probably the August numbers together will take the place of an official report.

It might be that such an arrangement can be made in the future.

WILL B. MUNSON.

Denison, Tex., July 13th.

The letter of this well-known member from Texas puts so directly and concisely what has been heard so long on all sides regarding the work that AMERICAN FRUITS has done and is doing for the American Association of Nurserymen, that we are constrained to place it before the members of the association for their calm, sober consideration.

It is a very grave question whether a matter of sentiment should any longer continue a practice which the plain judgment of business men would not permit under other circumstances. The American Association of Nurserymen has been so deplorably weak in its official journal representation during recent years as to cause the matter to become a subject of general comment. It has been necessary to depend upon other than the official journal for adequate reports of the annual conventions, prior to the publication of the stenographer's minutes, and in every case the official journal's meager report has appeared after the proceedings of the Association have been in the hands of the members for some days.

If the Association is to have an official journal, there should be some reason for its existence. So far there has been none. This fact has become so evident that one of the leading members suggests that the Convention Reports of AMERICAN FRUITS be made the Official Reports of the American Association of Nurserymen!

In the face of these conditions, are the members of the Association longer to cater to a false modesty and a matter of sentiment, and do they intend longer to ignore conditions which, by their neglect to act, have caused the Association large unnecessary expense in the matter of publishing a report to present what the official journal has not given; and that, too, in spite of the fact that practically the entire proceedings have been published within twenty days after the conventions in another journal and laid upon the desks of every member of the association, without charge?

Our opinion is that the official proceedings of the American Association of Nurserymen should be published in full in the official journal, without a dollar's cost to the Association. That is what AMERICAN FRUITS has practically done repeatedly; and this journal is not the official journal.

We did not write the letter that called forth these remarks; but we have been amazed at the attitude of the American Association in continuing to ignore its rights under the franchise of official journalism which it has given away.

This is a legitimate subject for discussion; for it pertains directly to an American Association feature. The columns of AMERICAN FRUITS are open to an expression of opinion. We shall note with interest continued evidence of the effect of undesirable influence in a national body of business men.

TO CONFER WITH ENTOMOLOGISTS

Editor AMERICAN FRUITS:

The American Association of Nurserymen at its recent meeting at Detroit, upon the recommendation of the Committee on President's Address, adopted the following resolution: "That a committee of three be appointed by the president to represent the American Association of Nurserymen at the meetings of the entomologists of the country, and cultivate the good offices of that very useful body of men in the interests of the buyers, as well as producers of nursery stock."

I have taken the liberty of asking the following named gentlemen to act upon this committee: Captain C. L. Watrous, Des Moines, Ia.; Prof. John Craig, Ithaca, N. Y., and Charles T. Smith, Concord, Ga.

J. W. HILL,
President.

AMERICAN ASSOCIATION PRESIDENTS

Editor AMERICAN FRUITS:

I am interested in your praise-worthy effort to present an authentic record of at least the Presidents of the American Association of Nurserymen, and have been much interested in the list contained in your recent issue.

I note, however, one error in regard to the year 1888. C. L. Watrous was elected president in Washington in 1886, and served at Chicago in 1887; was there re-elected and served in Detroit in 1888. At that meeting, as my recollection runs, George A. Sweet was elected and served in 1889 at Chicago.

C. L. WATROUS.

Des Moines, July 13th.

J. MONCRIEF SOLE PROPRIETOR

J. Monerief has purchased the entire interests of the nursery business at Winfield, Kan., and also at Rock and Wellington, Kan., from J. L. Cooper. The business will be continued under the name of The Winfield Nursery Company.

The company's aim will be to improve still further every department of the business and merit a continuation of old relations as well as to form new ones.

Mr. Monerief had a most enjoyable time fishing in Michigan after the Detroit convention, catching 2-5-0 fish. Photographs of the catch will be furnished if proof is desired.

LESS THAN THREE DOLLARS

The annual report of the secretary of the corporation publishing the official journal of the American Association of Nurserymen shows a profit for the year ended June, 1907, of less than three dollars.

President J. W. Hill of the American Association of Nurserymen, called upon Western New York nurserymen last month. He spoke enthusiastically of the work of the national organization.

UNDER SOUTHERN SKIES

TEXAS NURSERYMEN'S ASSOCIATION

Eighth Annual Convention to be held at College Station this month—E. W. Kirkpatrick, President—Ornamental Planting, Spraying, Landscape Planning and Lessons of the Hour—Committee Reports.

The eighth annual convention of the Texas Nurserymen's Association will be held at College Station, Texas, on August 23d, 24th and 25th. E. W. Kirkpatrick is president; B. L. Adams, of Bonham, is vice-president, and John S. Kerr, Sherman, is the acting secretary. The programme is as follows:

Welcoming Address by Prof. A. F. Conradi, College Station.

Response and Annual Address, by President E. W. Kirkpatrick.

Address, by H. J. Adams, Schertz, Texas.

"The Increasing Demand for Ornamental Planting," J. B. Baker, Fort Worth; W. B. Munson, Denison, Texas.

"The Spraying of Orchards and Nursery Stock, What, When, How," F. W. Mally, Nacogdoches; Prof. E. J. Kyle, College Station.

"Landscape Planning and Planting," F. T. Ramsey, Austin, Texas; Frank Brunton, Dallas.

"The Detroit Convention of 1907 and the Lessons of the Hour," C. C. Mayhew, Sherman; E. W. Kirkpatrick, McKinney.

Report of the Committee on Revision of the Texas Inspection Law, with suggestions by members of the committee and others; John S. Kerr, Sherman, Texas, chairman.

Reports of other standing committees.

Election of officers.

Ample time will be devoted to business and pleasure.

Secretary Kerr says: "The annual convention of the Texas Nurserymen's Association proves very attractive to nurserymen of Texas, Oklahoma, Indian Territory, Arkansas and Louisiana, as a pleasant outing, a place to renew and enjoy acquaintanceship, and to form new ones, to advance the general interests of horticulture, and to transact much important business. No nurseryman of this section can afford to miss this annual convention.

"Besides the pleasure and profit, it is the manifest duty of every nurseryman to attend and contribute to and receive his part of the general good.

"The Texas State Horticultural Society also will hold its sessions at the same time and place, and also the Texas Farmers' Congress. There will be reduced railroad rates of one cent a mile, and good and cheap living furnished by the A. & M. College authorities for your accommodation.

"Nurserymen everywhere are cordially invited by the Texas Nurserymen's Association, and are assured a good time in the Lone Star State.

"Membership fee, \$2 per annum, may be sent to President E. W. Kirkpatrick, McKinney, Texas. There are over 200 nurserymen in Texas alone, who ought to be there."

THE WINDSOR CHIEF APPLE

We had the pleasure of sampling the Windsor Chief apple during the convention at Detroit, and found it exceedingly palatable. The specimens on exhibition there were in prime condition. Speaking of this apple, Mr. G. A. Marshall of Arlington, Neb., said:

"We exhibited the Windsor Chief at Paris, picking the specimens from the same trees that bore these exhibited at Detroit, winning the highest awards that could be given on a variety of apples. The tree is vigorous and the best annual bearer we have in our orchards. This is saying a good deal as we have nearly every old variety in existence. It requires very little sorting to make it ready for first-class market, and also tops the list

as a keeper, as they ripen and are good eating by December 1st, and can be kept in an ordinary cellar, with ordinary care, until April."

MISSOURI STATE BOARD

It became necessary to re-organize the Missouri State Horticultural Society, as the semi-annual appropriations by the state could not be legally made under the constitution, and the State Board of Horti-

culture was created by an act of the Legislature 1907. The members of the board are appointed by the governor instead of being elected as by the old society. The new board is composed of C. H. Dutcher, Warrensburg, president; N. F. Murray, Oregon, first vice-president; J. H. Christian, Neosho, second vice-president; T. H. Todd, New Franklin, treasurer; W. P. Stark, Louisiana; R. M. Hitt, Koshkanong.

C. H. Dutcher was re-elected president

of the old society at the last annual meeting and was elected president of the new board. George T. Tippin was elected secretary at the last annual meeting and was also elected secretary of the new board. It is the desire of the new board to extend horticultural work and interest in every part of the state and to stand shoulder to shoulder with the horticultural societies and institutions of sister states in advancing this great work and industry. The office of the secretary is Springfield, and the correspondence of all parties interested in fruit growing will receive prompt attention.

Irving Rouse, Rochester, N. Y., is at his cottage at the Thousand Islands.



AMERICAN HORTICULTURAL DISTRIBUTING COMPANY'S EXHIBIT AT DETROIT

STRAWBERRIES ON BUSHES

Danville, Ill., July 20.—Alleged to have sold strawberry plants with the guarantee that they would grow on bushes, on the sides of barrels and in many other and peculiar places, H. S. Blake who was before Justice Osborn Saturday appeared yesterday afternoon and was arraigned on the charge of working a confidence game. A continuance was taken and the man's bond was placed at \$500 which he could not give and he was taken to jail by Deputy Sheriff Lee Patterson.

ALONG PACIFIC COAST

PACIFIC COAST NURSERYMEN'S ASSOCIATION

July 10th and the Succeeding Few Days Were Red Letter Days for Salem, Oregon. They Marked the Occasion of the Second Annual Cherry Fair and Flower Festival and Fifth Annual Meeting of the Pacific Coast Nurserymen's Association.

"Not only are the finest cherries in the world and all varieties known to the Pacific Coast on exhibition," says the Daily Oregon Statesman of July 11th, "but gooseberries, Mammoth blackberries, Phenomenal berries, Loganberries, peaches and other fruits are also placed on exhibit. These latter fruits could have been displayed in greater quantities, but the fair is primarily and ultimately a cherry fair and that conception has prevailed in the minds of the originators of the fair. Salem's 'Cherry Fair and Flower Festival' from now on is an established annual event and follows in importance the horticultural fairs held in various sections of the state. Among these horticultural gatherings which have grown into importance are the Hood River strawberry fair, the Polk county apple fair, the Willamette valley apple fair and now comes the Salem cherry fair."

M. McDonald, of the Oregon Nursery Company, asked Commissioner Isaac, of Sacramento, to explain the quarantine law in effect in California against nursery stock from other states. Mr. McDonald contended that certain provisions of that law worked hardships against nurserymen. Mr. Isaac replied that the law was passed as an emergency law. "We found fruit," said he, "shipped to California from Australia infested with fruit fly. It was absolutely necessary to make an embargo against that fruit or lose our orchards. I know of no case in which the law referred to was enforced."

The annual election of the Pacific Coast Association of Nurserymen resulted as follows: President, W. D. Ingalls, of North Yakima; secretary and treasurer, C. A. Tonneson, of Tacoma; vice-presidents, British Columbia, M. J. Henry, of Vancouver, B. C.; Oregon, A. Holoday, of Seapooose; California, William Nelson, of Fowler; Idaho, O. F. Smith, of Blackfoot; Utah, P. A. Dix, of Roy. W. D. Ingalls, who was elected president of the association, is a nurseryman of North Yakima, Wash., and is manager of the Yakima Valley Nursery Company, and has been a member of the association from the beginning.

Since the president is from North Yakima, the next meeting of the convention will be held in that city. The executive committee for the ensuing year will consist of A. M. McGill, of Salem; J. A. Stewart, of Christopher, Washington, and A. W. McDonald, of Toppenish, Washington.

SUPERIOR NURSERY STOCK

In his address at Salem, Ore., on "Inferior and Superior Nursery Stock," J. H. Stewart, Christopher, Wash., said: "Propagate the best and recommend them to the different planters. In selling trees by agents, the agent has in many instances

the opportunity to select the varieties and can recommend in many cases pretty nearly the whole selection, so that it is a very important matter to have your salesmen well posted about varieties. There is quite a temptation to some to get a new variety on the market and advertise it and sell it at an exorbitant price, before it has been thoroughly tested. I believe that our experiment stations ought to do this work of testing new varieties. Let us work together for each other's good."

WASHINGTON LAW DEFENDED

In an address before the Pacific Coast Nurserymen's Association, F. A. Huntley, state commissioner of horticulture, of Washington, spoke of the nursery inspection law of that state.

Regarding the section requiring that all trees be labeled true to name he thought it would not be hard for the nurserymen to comply. The main idea is that all trees be clean of pests and in first-class condition. The labeling of every tree with its life history is not the purpose of the law. He referred to the section requiring the nurserymen to make reports in detail of their sales and importations into that state and this brought on a vigorous discussion by some of the nurserymen present who claimed that such a requirement meant an endless amount of work and expense which they believed is unnecessary, but the commissioner thinks the matter can be adjusted satisfactorily to all concerned.

PRESIDENT POWER'S ADDRESS

In his annual address to the Pacific Coast Nurserymen's Association, President F. W. Power said:

"I have always thought that much good could be accomplished by the nurserymen, inspectors and fruit growers all meeting at one place, becoming better acquainted and discussing topics of mutual interest, and I hope to see this in the future one of the regular features of this association; and am certain that much friction at time of inspection could be avoided if more of these meetings were held and am pleased to see such a representative body of the various interests at this meeting."

CLAIM DEPARTMENT

"We should make it a point at these meetings to discuss horticultural law both as it is and as it should be amended; and if the inspectors and nurserymen at these meetings could agree upon a more uniform law for the various states and all work together in getting such laws through the legislatures, what a benefit it would be to all concerned. Special committees should be appointed by this association to meet with like committees of inspectors and horticultural commissioners to prepare needed changes in the laws. At this meeting there will probably

be a better representation of the heads of the horticultural departments of the Pacific Coast states than has ever before been held."

HORTICULTURAL LAW

"I have noticed in the proceedings of the American Association of Nurserymen that they advocate a claim department to which can be sent all claims against railroads, and I would heartily recommend this to our association. One of the objects of our association is to accomplish more by united effort, and there is no doubt that claims could be collected quicker and better if handled by the association than they can where each member tries to collect them himself. It would pay us well to have some one to look after this department of our business, and pay him for the work performed out of the collections made."

NEED OF UNITED EFFORT

W. D. Ingalls, of the Yakima Valley Nursery, North Yakima, Wash., said at Salem, Ore.:

"I have seen the cherries from one tree in the Yakima Valley sold for the sum of \$60 this season. Now tell me, what was the value of that tree to its owner? That man has not, from year to year, given that tree half the attention as did the nurseryman—whatever he was—during its two tender seasons. Real estate men everywhere are organizing publicity committees. Why wouldn't it be a good thing for us to do the same thing and educate the planter as well as ourselves? The poor nurseryman builds poor orchards, the good one good orchards. The success of the planter depends on the reliability of the nurseryman; that of the nurserymen on the planter. The laborer is surely worthy of his hire."

"The nurseryman who builds a good thrifty orchard that is free from disease and true to name is entitled to just compensation. We are constantly confronted with new problems and meet with new difficulties in the propagation of stock. There are new pests appearing. J. M. Brown discovered one the other day. I don't see why he did it. I always considered him a gentleman of more discretion. But he did and we will have to keep it out of our nurseries or he will destroy our trees."

"And so the merry work goes on and we are beset by new laws that it is claimed meet the new conditions of the times. For me, I need the assistance and association of other nurserymen more than any thing else. I feel that this meeting is an element for good. It is a source of inspiration and aspiration. Because of this meeting there will be more and better trees raised and put upon the market in better condition and to better advantage."

C. W. Carman, proprietor of the Lawrence Nursery Co., Fort Madison, Ia., has closed the office at the latter place. All correspondence is now handled from the main office at Lawrence, Kan.

Prof. W. A. Taylor, of the United States Department of Agriculture, says the American fruit growers have a great field abroad provided they learn its requirements and supply the sort of fruit demanded.

IS A GREENHOUSE IN CONNECTION WITH THE NURSERY PROFITABLE?

WALTER TRUITT

In presenting this paper I wish to plead as extenuating circumstances that I did not seek the honor or choose the subject.

I will confess that I know very little about the matter in question and if I make any statements that do not conform to your own way of thinking, I will ask that you credit them to inexperience rather than conceit.

The nursery and the greenhouse are in the main two distinct business propositions, and the profit to be derived from either one depends largely upon the ability of the manager.

When nursery stock is grown exclusively for the wholesale trade the propagation and handling of trees must be brought to a high state of perfection in order to insure success, and I believe the addition of a greenhouse, like the addition of any other line of business, would divide the energies of the managers with the attendant danger of loss. In a like manner, it would be inexpedient to encumber a wholesale greenhouse establishment with a nursery.

On the other hand, the nurseryman who conducts a general business and has a growing trade for a large assortment of

trees and plants, finds it inconvenient and expensive to go out and buy greenhouse stock with which to fill his orders, and often he is unable to secure the kind and quality of plants required. It is natural for him to look about and begin making plans for building glass structures.

There is no doubt that the output of the nursery and of the greenhouse may be handled together advantageously when a large trade calling for the products of the two has been established. The question in this case is simplified by the fact that the market is assured. Success depends upon the ability of the management to produce in an economical manner, the stock needed, and deliver it to the customers for cash. There is also more margin here for wastage than where the producer is in a measure dependent upon the vicissitudes of the market.

There are probably few nurserymen that have not at some time had a hankering for a greenhouse, principally because they see others apparently succeeding in the business and it looks easy.

Much may be said in favor of joining the two enterprises. There are many items that are common to the nursery and the greenhouse. There are the peonies, the outside bulbs, and the flowering shrubs that go along with the nursery, that produce quantities of blooms for which a market may be found through the medium of the greenhouse. Quantities of pot plants and bedding stock are often called for along with nursery stock especially in the city trade. Many kinds of hardy shrubs and fancy evergreens may be propagated successfully under glass and from there transplanted to the field. Roses on their own roots are readily started in the greenhouse to be grown outside. However, many of these items are now propagated in summer frames.

It sometimes happens that the nursery teams and common help may be switched to the greenhouse when not needed in the field, and used in preparing and getting in new soil and other kindred work. There is always danger in depending upon this, however, for the nursery generally needs the force at the same time as the greenhouse, and the latter often has to wait, greatly to its disadvantage. When the time comes to perform greenhouse labor, any delay in the work generally results in a more or less serious loss.

The greatest disadvantage in adding a greenhouse to the nursery lies in overburdening the head. The man that does one thing well often fails when he attempts two.

The greenhouse demands careful over-

seeing. Skilled help that is thoroughly acquainted with local conditions is absolutely essential. Greenhouse management is made up of a mass of details, all of which must be carefully attended to in order to insure success. If these details are neglected even for a short time failure often results. A whole crop of flowers may be lost by a half day's neglect of the house; a full strike of cuttings is often destroyed by an hour's lapse of attention.

But if the greenhouse is well handled, satisfactory crops are reasonably certain. The possible profits are not so large as those of the nursery at its best, but there is less risk to run.

The nurseryman with a craving for a greenhouse should first assure himself that he has a market for the output, then make sure that he has sufficient expert help "cornered" to do the work. If possible, someone directly connected with the business ought to have a good knowledge of greenhouse management. No matter how well you treat your men, the chances are the spirit of unrest will sometime come over them, and a part or all will go. If someone is at hand that can go in and take personal charge until a new force can be secured, a serious loss will be prevented.

In any event, the nurseryman who embarks in the greenhouse business doubles his responsibilities, and he may as well make up his mind in advance to take what comes to him uncomplainingly, for he is forever estopped from throwing stones.

The Best Tree Digger on Earth



Write for Descriptive Circular and Prices to

Stark Bros.
Nurseries & Orchards Company
Louisiana, Mo.

CUMBERLAND PLATEAU NURSERY STOCK WHOLESALE

**Pears, Plums, Apples, Peaches,
Cherries**

I give all orders my personal attention. All stock guaranteed first class and true to name. I will be able to furnish in car lots to the trade in the Fall of 1907 **Apple, Peach, Pear and Plum.**

All good varieties. This stock is well grown up to date, last year being the best growing season ever known. We make a specialty of

JUNE BUDDED PEACH, 100,000 to offer.
We Have 50,000 AMOOR RIVER PRIVET, All Grades.

Special Prices Will Be Made on These

Winchester, Tenn., is well known for its clean, healthy stock, and needs no comment on that. Everything fumigated as required by law. I am not the oldest but among the best, not having a single order turned down on me in 1906. I solicit your correspondence for your wants.

GLENN CLIFF NURSERY J. Marvin Miller
Proprietor
WINCHESTER, TENN.

References: American National Bank, Sprague Co. or any Business Firm in Winchester.
Freight and Express office, DECHERD, TENN.



THE Simplex Tree Baler

There is nothing on the market that will give the assistance to the Nurseryman in putting up large or small bales of trees and shrubs. I say again, "it does the work." Price \$16.00.

L. F. Dintelmann
P. O. Box 227 Belleville, Ill.

PLAIN PAINTED LABELS WIRED AND PRINTED

Of Every Description for

Nurserymen and Florists

The quality that gives satisfaction. No orders too large for our capacity, or too small to receive our careful attention. Samples and prices cheerfully given.

Dayton Fruit Tree Label Co.

South Canal St. Dayton, Ohio

(ESTABLISHED 1899)

Peach Seed Regarding Peach Seed will say that we will have them if there is any in the country—at present all is in doubt. Write us for samples and prices. A fine crop 1906 still unsold.

W. W. WITTMAN & CO.

117 Hanover St., Baltimore, Md. P. O. 431

I Have to Offer Orange Quince Trees

Buds Scions Cuttings Layers Grafts true to name. These are very fine. I trust you will favor me with an order which will be shipped promptly in season. Write for prices.

JOHN TWOMEY

269 Washington St. Geneva, N. Y.

When writing to a advertiser please mention AMERICAN FRUITS

FROM WESTERN POINTS

WESTERN ASSOCIATION MEETING

The semi-annual meeting of the Western Association of Nurserymen was held at Kansas City, Mo., July 10th and 11th.

11 A. M.—Meeting called to order by Vice-President George A. Marshall. The following members present: E. P. Bernardin, Kansas City Nurseries, J. S. Butterfield, Cooper & Monerief, Des Moines Nursery Co., B. E. Fields & Son, German Nurseries, A. C. Griesa, T. E. Griesa, Harrison Nursery Co., Holman Bros., D. S. Lake, J. A. Lopeman, Marshall Bros., J. H. Skinner & Co., F. H. Stannard & Co., Stark Bros. N. & O. Co., L. R. Taylor & Sons, James Truitt & Sons, A. Willis, J. Wragg & Sons, Youngers & Co., and G. L. Knight.

Minutes of annual meeting read and approved. Communications of interim read. Treasurer's report showing a balance of \$111.26 approved. The Kansas City Nurseries by Geo. H. Johnson invite the Association to view Kansas City from the observation cars. Accepted. Committee on obituary and resolutions appointed. Adjournment.

1:30 to 3:30 P. M. was pleasantly spent in a thirty-mile ride noting the great expansion of Kansas City. 3:45—Meeting

Cedar Hill Nursery & Orchard Co. WINCHESTER, TENN.

We offer our usual supply of Nursery stock, Fall 1907—Spring 1908. Heavy on

Apple, Cherry, Peach and Pear. One year Budded Apple Our Specialty

We do a general nursery business and offer a large line of well grown nursery stock to the trade for Fall of 1907 and spring of 1908. Get our prices before placing your order. Concessions sufficient to overcome excessive freight granted on orders from distant points. Write for our special prices.

J. W. SHADOW

800,000 CALIFORNIA PRIVET

One and Two Year

500,000 ASPARAGUS ROOTS

One and Two Year

For Fall or Spring Delivery

This stock will be first class Will be pleased to quote you by mail.

C. A. BENNETT

Robbinsville, N. J.

Knox Nurseries

Cherry Trees—From Vincennes, Indiana.

Pecan Trees—Paper shell sorts from our branch nursery in Monticello, Florida.

H. M. SIMPSON & SONS, Props.
Vincennes Ind.

OUR SPECIALTY

Burbanks Wonderful Winter Rhubarb

Plant any time from September till May. Headquarters for California Fruits and Berries. Write for quotations on your needs.

Peach Seed in Car Lots

WAGNER'S NURSERY, Pasadena, Cal

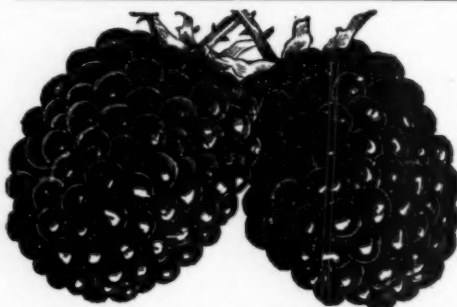
called to order by President Willis and procedure of regular programme resumed. "Can We Look for Better Prices on Apple Trees to Continue for a Few Years Yet?" as introduced by Mr. Stannard and from general discussion of the subject, made clear that increased cost of labor and other added care and expenses connected with the producing of trees necessitated an advance in price which must continue as long as present conditions exist.

"Is a Greenhouse in Connection With the Nursery Profitable?" Walter Truitt. Mr. Truitt's paper will be published. Mr. Willis gave an interesting statement of what he saw and learned at Dansville, N.Y.

"Is the Demand for Ornamental Stock Growing in the West?" The multiplying homes of wealth and taste, the increased parking of cities, ornamental spots along railways and public buildings was deemed an affirmative reply.

"What is the Outlook for Cherry for the Year 1908?" Best information indicates a comparative shortage.

What was to be learned at the last national convention. "Good papers," "interesting exhibits" and "the best men on earth," were some expressions from attendants.



Everything in Small Fruit Plants

ASK FOR PRICE LIST

W. N. Scarff, New Carlisle, O.

Field Grown Roses

Ornamental Shrubs

Iris and Paeonies

Trade List Now Ready

The United States Nursery Co.

RICH, MISS.

Wanted

Young man who has had practical experience in fruit tree nurseries. Must thoroughly understand budding and grafting. Regular wages \$35.00 per month with found. During budding season, which commences about June 15th and lasts until September 15th, \$2.50 per day with found. Address

Fancher Creek Nurseries, Inc.
Fresno, Cal.

When writing to advertiser please mention AMERICAN FRUITS

"Should Nurserymen Catalogue the Spencer Seedless Apple?" Opinion of the association was that this apple is comparatively valueless and should not be offered to the public as a fruit of merit.

"Can Nurserymen Handle Forest Tree Seedlings with Safety the Latter Part of September?" Experience in this line was that frosts should check growth, circulation cease and that trees should have entered a dormant state to move with best results. Advice was against too early handling.

"What is the Best Material to Use for the Money Expended for Packing and Storing Trees?" W. P. Stark gave the experience and opinion of many nurserymen and in an exhaustive way made clear that one of the most important questions of the future to the nurserymen was the procuring of suitable packing material.

"Is a Nurseryman a Horticulturist?" elicited a lively discussion and a general admission and resolve that nurserymen should and would give horticultural work and associations a greater support.

"Would the Dipping of Cions or Grafts Before or After Being Made into Soluble Oil Affect Their Growth?" This question left for experimental solution.

Relative to the South Dakota law in the hands of the national association, the secretary was instructed to write Mr. Pit-

[Continued on page 101]

Wild Bros. Nursery Co.

Successors to James B. Wild & Bros.

SARCOXIE, MO.

Established 1875

Thirty-third Year

SCIONS AND BUDS:

Apple, Pear, Plum and Peach

WRITE FOR PRICE LIST

Specialties for Fall 1907

Apple.
Arbor Vitae, Pyramidal, Siberian, Woodward, American, Douglas Golden, Hovey's.
Irish Juniper, Hydrangea P. G., Snowball.
Spirea, Althea, Weigelia.
European White Birch, Tulip Tree, Elm, Poplar, Ash
Peonies, Ornamental Grasses, Vines.

AUGUST RÖLKER & SONS

Are now ready to estimate your wants in Fruit Tree and Ornamental Seedlings, also in all kinds of Ornamental Stocks and Evergreens, on import orders from France, Holland, England, etc.; address

P. O. Box 752, New York or 31 Barclay Street

George H. Whiting Nurseries

A general stock of Hardy Northwestern Varieties that will succeed anywhere. It will pay you to get my Free Descriptive Catalogue. It is accurate, concise and original, and based upon 25 years' experience in South Dakota. The best of its kind in the Northwest to-day.

Geo. H. Whiting, Prop., Lock Box 1108, Yankton, S. Dak.

RAFFIA RED STAR BRAND

The Nurseryman's grade in long white strong strands in braided bunks. Stock always on hand. About quality ask your neighbor. About price ask us.

McHUTCHISON & CO.
17 Murray St. NEW YORK CITY

(Continued from page 100)

kin, chairman, copy of the resolutions and the recommendation of the name of B. E. Fields as a valuable assistant in the early testing of the validity of the obnoxious law.

Upon the request of Mr. Lopeman, the members of the association were urged to write letters to Mr. Lopeman recommending a modified law for the State of Oklahoma along the lines of the recent Kansas enactment.

The meetings were full of life and spirit from beginning to end characterizing it as one of, if not the best semi-annual meeting ever held by the association. The papers and discussions were considered very valuable and it is regretted that a stenographic record could not be made for the benefit of those unable to be present.

The following resolutions were unanimously adopted:

By J. W. HILL—Whereas, the state of South Dakota at its recent session of legislature enacted some laws which, in our opinion, are very unjust and a great detriment and burden to nurserymen desiring to do business within the state, and

Whereas, The American Association of Nurserymen at its recent meeting at Detroit, by unanimous vote requested their committee on legislation to proceed to test the constitutionality of the bill with the least possible delay; therefore be it

Salesmen for Nursery Stock Wanted

A man who has had experience in selling Nursery stock, and who thoroughly understands the business, and should have some knowledge of Landscape work. To visit large Private Estates, Parks, Cemeteries and all large planters of Nursery stock. To those who can produce the desired results in making sales, I will pay a liberal salary and expenses, or commission, or both. Must be of good character, and come well recommended.

Address, P. A. Keson, Vice-President,
The Morris Nursery Co., 1 Madison Ave., New York

Millions of Seedlings

Black Locust, Catalpa, Elm,
Maple, Russian Mulberry.

It will pay you to contract early.

J. A. Gage Beatrice, Neb.

Willis Nurseries

OTTAWA, KANSAS

Offer a general assortment of nursery stock; a large supply of

Apple,
European and Japan Plums and
Forest Seedlings

Correspondence solicited. Prices reasonable. Give us a trial order.

A. WILLIS, Proprietor

Resolved, That it be the sense of the Western Nurserymen's Association, in convention assembled, that we regard the prompt action of the committee in testing the law of paramount importance to the nurserymen at large and especially to the membership of this Association; and be it further

Resolved, That our secretary be requested to communicate with Mr. Wm. Pitkin of Rochester, chairman of the committee on legislation, respectfully urging upon him the importance of prompt action on his part in testing the law referred to, pledging to him our support and assistance in bringing the matter to a termination with the least possible delay.

By E. P. BERNARDIN—Resolved, That the Western Association of Nurserymen, in convention assembled, at Kansas City, Mo., on the 11th day of July, 1907, recognize in the Inspection Law of the State of Kansas, a law of equity to all interested, the planter, the nurseryman and all those interested in horticulture and heartily recommend the same for consideration by the Oklahoma Board of Agriculture and to the nurserymen of Oklahoma in general.

We, your committee on resolutions, beg to report as follows: First, that we extend to the press and especially to AMERICAN FRUITS, "The National Nurseryman" and "The Fruit Grower" our thanks for the many courtesies extended which have materially assisted this Association.

That our thanks are due Mr. Geo. H. Johnson of the Kansas City Nurseries for the profit and pleasure trip through his city.

That we extend a vote of thanks to the man-

agement of the Coates House for the courteous treatment accorded us while their guests.

That we thank all the members who have contributed to make this meeting a success.

That we urge an effort upon the part of every member to increase our membership, thereby making our organization of more benefit to us all. E. P. Bernardin, A. J. Brown, R. S. Lake.

A resolution of respect for the memory of Col. U. B. Pearsall was adopted.

PACIFIC COAST PLUMS

We received last month some luscious samples of Luther Burbank's new Santa Rosa plum which George C. Roeding, of the Fancher Creek Nurseries, Fresno, California, introduced last season. The plum is large, rich in flavor, of firm, juicy flesh, especially attractive in appearance. The samples came through from the Pacific coast in good shape, proving their shipping qualities. Samples of the Rutland plumcot, Challenge and Rice seed plums were also received. Full information regarding these fruits may be obtained from Mr. Roeding.

J. U. Nichols, agent for the sale of fruit trees, was arrested at Roanoke, Va., June 22d on the charge of selling trees without a certificate.

It is estimated that the net income to the farmers of Sussex from the strawberry crop was between \$750,000 and \$1,000,000, due not to a large yield but to the fine prices obtained. In several instances the yield returned per acre more than the cost of the land.

WHEELOCK & CLARK

FREDONIA, N. Y.

GRAPE VINES and CURRANT PLANTS

A SPECIALTY

CORRESPONDENCE SOLICITED

WOOD LABELS

Of All Kinds for
NURSERYMEN and FLORISTS

BENJAMIN CHASE, 11 Mill St., DERRY, N. H.

WM. M. SIMANTON

Warren County Nurseries

ASBURY, NEW JERSEY

Wholesale Grower of

PEACH TREES

A clean, perfect tree true to name is what I produce. Write me.

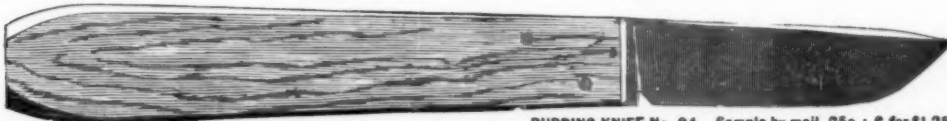
American Everblooming HYDRANGEA

H. Arborescens Grandiflora

Fine nursery grown plants of this finest HARDY flowering shrub. A large stock. Descriptive circulars free.

Peonies, best named kinds.
Flowering shrubs, in good stock.
Lilies, Gladioli, etc.

The E. Y. Teas Co., Centerville, Indiana



BUDDING KNIFE No. 94. Sample by mail, 25c.; 6 for \$1.25



PROPAGATING KNIFE, No. 89½, 50c. Blade Closes. You have paid 75c for a much poorer knife.

MAHER & GROSH CO.

-

92 Adams Street, Toledo, Ohio

When writing to advertiser please mention AMERICAN FRUITS

NURSERYMEN'S KNIVES

Hand Forged

Razor Steel

Warranted

Nursery Pruner, 50 cts.
Pocket Pruner, 60 cts.
Pocket Budder, 35 cts.
Pocket Grafting, 40 cts.

We Solicit Direct Trade

Send for 12-Page Special Nursery Catalogue

LEGISLATION

C. M. HOBBS & SONS

Editor AMERICAN FRUITS:

The partnership between Emery Albertson & C. M. Hobbs, known as the firm of Albertson & Hobbs, has, by mutual and friendly agreement, been dissolved. C. M. Hobbs having purchased Mr. Albertson's interests in the business, has associated with him his sons, Oliver A. and Harry W. Hobbs, under the firm name of C. M. Hobbs & Sons.

C. M. HOBBS.

Bridgeport, Ind., July 22.

A. A. N. COMMITTEES

President Hill announces the following committee appointments:

National Council of Horticulture—Chas. J. Maloy Rochester, N. Y.

Mutual Fire Insurance—Peter Youngers, Geneva, Neb.; Judge Eugene Stark, Louisiana, Mo.; T. J. Ferguson, Wauwatosa, Wis.

Entomology — C. L. Watrous, Des Moines, Ia.; Prof. Jno. Craig, Ithaca, N. Y.; Chas. T. Smith, Concord, Ga.

The Committee on Exhibits will be appointed later.

Delegates to annual meeting of the National Irrigation Congress in Sacramento, Cal., September 2-7: A. M. Ferguson, Denver, Col.; George C. Roeding, Fresno, Cal.; J. B. Pilkington, Portland, Ore.; J. W. Pittenger, Nampa, Idaho; Mr. Davis, of Davis Nurseries, Roy, Utah.

Hon. E. W. Kirkpatrick, of McKinney, president of the Texas Nursery Company, accompanied by his daughters, Misses Alice and Sadie, attended the Jamestown Exposition.

Wanted To know how much Moss you will require the coming year, and let us book your order now. Many nurserymen went without this necessary article this spring. There wasn't any. Let us take care of you.

Z. K. JEWETT & CO., Sparta, Wis.

Foreman Wanted

In our Packing and Storage Department, which is under cover. Must be experienced, and trustworthy. A good, steady position for the right man. Apply by mail only, stating experience, references, and salary expected.

Chase Brothers Company

ROCHESTER, N. Y.

The Commercial Nursery Co.

Winchester, Tenn.

OFFERS TO THE TRADE A FINE LOT OF

Two Year Apple, Year Old Peach in good varieties, also June Bud Peach, Heavy One Year Apple Buds, Grape Vines Two Year Old.

A fine lot Carolina Poplar, 8 to 10 ft.

California Privet, and a general line of Nursery Stock. Write for prices and give us a chance to please you.

Commercial Nursery Co., Winchester, Tenn.

A RECENT ANNOUNCEMENT

A recent announcement states: "Ambrose Williams, agent for C. W. Stuart & Co., nurserymen, of Newark, N. Y., wants to hear from all who bought nursery stock from him last season which did not grow. The company positively will replace all such without charge."

OKLAHOMA NURSERYMEN

Oklahoma City, July 6.—The Oklahoma and Indian Territory State Nurserymen's Association at its meeting here decided to ask for the creation of another state officer, that of state entomologist, to have charge of nursery work. A committee was named to draft a law. President J. A. Lopeman of Enid is a member of the committee. The next meeting of the association will be held at a place named by the executive committee. Enid, Okla., and Durant, I. T., are candidates.

PLEASED WITH RESULTS

J. K. Henby & Son, Greenfield, Indiana, June 19, 1907.—"We are very well pleased with our results from advertising in AMERICAN FRUITS the last year, and wish you a successful year."

SAYS M. McDONALD

Tacoma, Wash., July 20.—Yakima valley, its resources and desirable location, is the subject now being talked and breathed in Tacoma by A. W. McDonald, owner of one of the largest nurseries in the West—and the largest in Washington. Mr. McDonald is enthusiastic over the future prospects of Eastern Washington, and more especially of Yakima valley. The fruit production of the valley is increasing yearly, and within two years, Mr. McDonald believes the railroad facilities of that section will be inadequate for the increasing fruit crops.

Mr. McDonald has 300 acres in his nursery and his annual payroll is about \$100,000. His warehouses cover three acres and are located at Toppenish. Mr. McDonald also has 1,600 acres of leased land in the Yakima reservation.

MILLIONAIRE STRAWBERRY

New York, July 20.—Patrick O'Mara, one of the speakers at a dinner of wholesale seed men here, caused a stir by announcing that a new fruit is being raised in New Jersey, which will be known as the "millionaire strawberry."

Mr. O'Mara said the new strawberry will be almost as large as a Burbank potato. He visited the farm in New Jersey, he said, where the new fruit is growing and found that nearly two carloads will be ready for market next season.

GRAPE

All Old and New Varieties
Immense stock warranted true. Quality unsurpassed. A fine stock of CAMPBELL'S EARLY. An extra fine stock and full assortment of varieties of CURRANTS and GOOSEBERRIES; also BLACKBERRY ROOT CUTTING PLANTS. Catalogue and Price List Free. Send list of wants or prices.

VINES

T. S. HUBBARD CO., Fredonia, N. Y.

Nursery Stock Box Straps

WHOLESALE

Best and Most Economical on Earth

References, 300 Nurserymen in U. S.

PROMPT SHIPMENTS FROM
WAREHOUSE STOCK.

Ward-Dickey Steel Co.

Indiana Harbor, Ind.

Manufacturers of Planished Sheet Steel

"Our Trees Are Stocky"

We Grow

GRAFTED PECANS

For the Wholesale Trade

THE NUT NURSERY COMPANY

R. C. SIMPSON, Mgr.

Monticello, Florida

4,000,000 PEACH TREES

J. C. HALE, Prop. Tennessee Wholesale Nurseries

WINCHESTER, TENN.

Large Stock of Apple, 1 Year Pear and Cherry

WRITE FOR PRICES

Graves Peach

An Early Yellow Freestone Ripening a week before Crawford's Early. Trees from the originator have seal attached. Prices free.

ORIGINATOR

W. J. GRAVES, PAINESVILLE, OHIO

Arcadia Nurseries

J. H. GIRARDEAU, Jr., Mgr.

MONTICELLO, FLORIDA

Grape Roots That Grow

Increase in Acreage and Varieties

We make a specialty of growing Grape Roots. Making strong grades and prompt shipments. We have heavy stock for Nurserymen's retail trade. Light stock and cuttings for nursery row. Write for special prices. Correspondence and inspection of stock invited.

FOSTER & GRIFFITH, Fredonia, N. Y.

Black Locust

Hardy Catalpa, Russian Mulberry, Honey Locust and Osage seedlings by the thousand or car lots. Get our prices before placing your orders.

C. M. HURLBURT, Mgr. FAIRBURY, NEB.

DON'T FORGET

We are still in the NURSERY business. Our specialties are growing Grape Vines and Currants in large quantities. We know how to grow them right, and our good grading and packing is what sells them.

Let me quote you prices on your wants.

F. E. SCHIFFERLI, Fredonia, N. Y.

When writing to advertiser please mention AMERICAN FRUITS

French Stocks and Seedlings

A FULL LINE OF

FRUITS AND ORNAMENTALS, ROSES, SHRUBS, ETC.

25 Years Experience in the Business

*Handled and packed in France under
my Personal Supervision.*

GET MY PRICES

IRVING ROUSE

Rochester, N. Y.

Winfield Nurseries

"ALWAYS AT THE FRONT"

Will be in the market this season with their usual amount of Black Locust, Speciosa Catalpa, Mahaleb and other Seedlings increased, also other Stocks. Prices will be right, based on market conditions.

*Our Stock will be Graded High and
Guaranteed to give Satisfaction.*

Winfield Nursery Company

WINFIELD, KANSAS

Bridgeport Nurseries

The largest and most complete in the State and one of the largest and best equipped in the country.

Plums, (large stock, all grades) European, Japan, Americana.

Cherries, Pears, Standard and Dwarf, (all grades).

Apple, Peach, Quince, Grape, Currants, Small Fruits, Shade Trees, Ornamental Trees, Shrubs, Vines, Roses, etc. Apple Seedlings, Forest Seedlings, Imported Cherry, Pear, Plum Seedlings.

*Grafts put up to order only—
No Job Lots to Offer.*

Our Spades the Best and Cheapest in the Market.

TRADE LIST READY SEPTEMBER 1st.

If you are wanting light grade Pear and straight smooth Norway Maple let us quote you prices.

WANT LISTS PRICED PROMPTLY.

C. M. Hobbs & Sons

SUCCESSORS TO

Albertson & Hobbs

BRIDGEPORT, IND.

ESTABLISHED 1870

Parsons Wholesale Nurseries

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PARSONS, KANSAS

Specialties for Fall 1907

Early Harvest B. B. root cutting plants by the 100,000.

Apple 2 year, fine as ever grew, by the car load.

Baled Waste Excelsior. Can ship to western nurserymen on cheap freight rate.

General line of Stock at the lowest prices.

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Bell Telephone connections in Office.

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OFFER FOR FALL 1907

Peach Trees of all the Leading Varieties
in the Larger Grades

Send in your List of Wants for Special Prices

TREES

Fruit, Shade and Ornamental Trees, Evergreens, Roses, Shrubs, Etc.

Wholesale and retail.

Long list of varieties suitable to all sections.

Full line for Fall, 1907

Dealers trade a specialty.

Peach Seed, California Privet.

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Offer for Fall 1907 and Spring 1908

One of the most complete assortments in the country. Heavy on Standard and Dwarf Pear, European, Japan and Native Plum, Peach, Ornamental Trees, fine lot of Poplar including 1 year Whips, lots of Shrubs, Vines, Roses, Evergreens, Herbaceous and Perennial Plants.

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Golden Russett	1000
Albemarle Pippin	1500
Alexander	500
Bismarck	1000
Baldwin	3000
Cart House	200
Coopers Market	200
Coffelt Beauty	100
Dominie	1000
Dutchess	1000
Early Harvest	500
Early Colton	200
Fourth of July	2000
Fall Pippin	200
Fameuse	2000
Fallawater	500
Golden Beauty	1000
Gravenstine	500
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Yellow Belle	500
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Early Ripe	500
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Pears

Two Year Buds

Bartletts— $\frac{3}{4}$	5000
Bartletts— $\frac{5}{8}$	5000
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Garber, Leconte, Clapps, Flemish and others.

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Silver Maples—1 to 2 $\frac{1}{2}$ in.	5000
Carolina Poplars—1 to 2 $\frac{1}{2}$ in.	5000
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